

Exhibit - Westpac 18/11/25
Two Slides on payment options and ecosystem
Review of Australia's Major Banks

WHAT'S IN IT FOR A SMALL BUSINESS – DIFFERENT WAYS TO PAY

In this example, Samantha is looking to buy her child a new bike for Christmas which costs \$370. It's on sale today, but her payday is still some time away

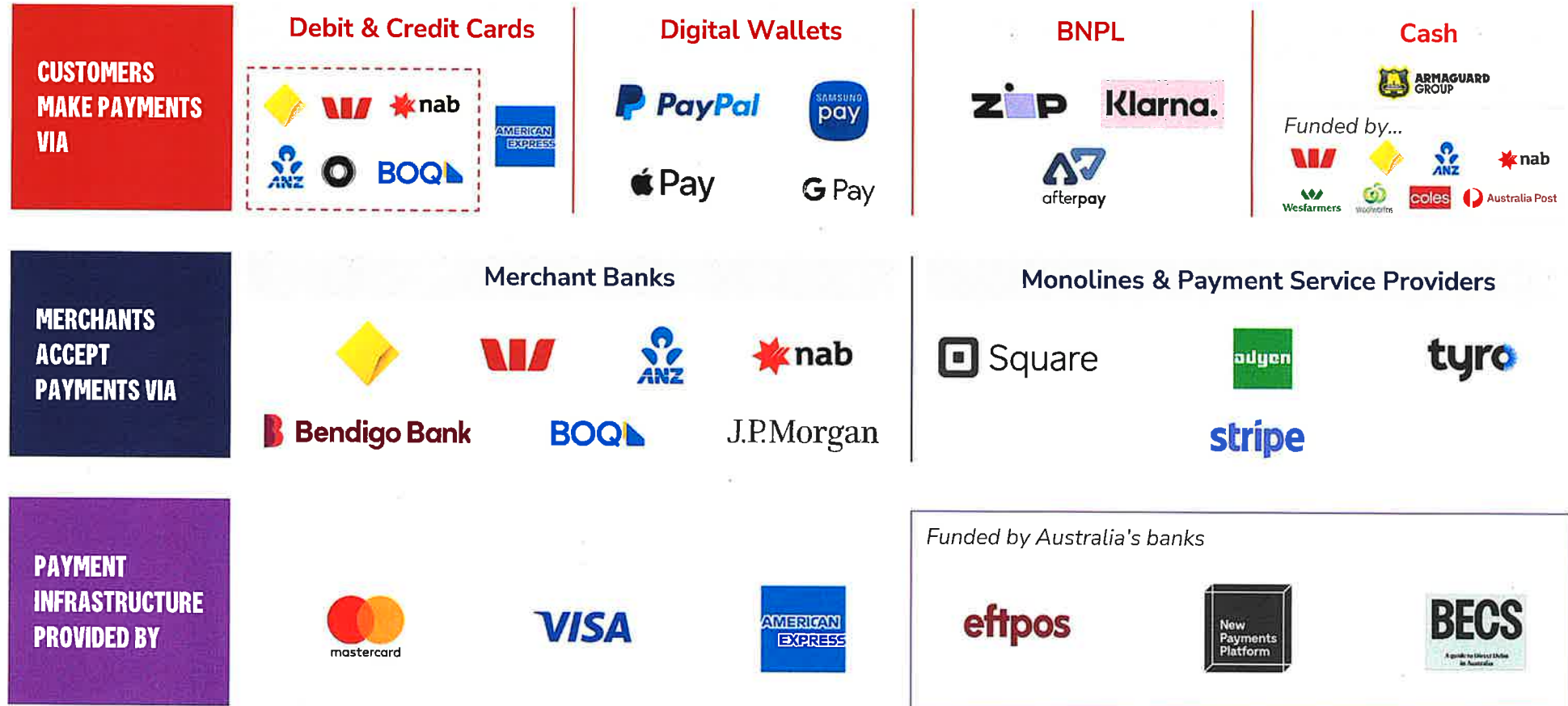


	Debit card	Mastercard or Visa (Australian bank merchant terminal)	Mastercard or Visa (international fintech merchant terminal)	American Express	Buy Now Pay Later	Paypal
Overview of sale	No sale. Sam hasn't got the \$370 to buy the bike today	Sam buys the bike using her credit card. The bike shop is a customer of an Australian bank	Sam buys the bike using her credit card. The bike shop is a customer of an international fintech	Sam buys the bike using her AMEX.	Sam buys the bike using a Buy Now Pay Later account	Sam can use Paypal but only if the shop has an e-store
The fee the bike shop pays on sale	0.5-0.6%	0.98% - 1.2%	1.6% - 1.99%	1.4%	3-8%	[3.49]% + \$0.49c
Sale price	\$0	\$370	\$370	\$370	\$370	\$370
The fee the bike shop pays to process the sale	\$0	\$3.63 - \$4.44	\$5.92 - \$7.36	\$5.18	\$11.10 - \$29.60	\$13.40
The net revenue the bike shop gets	\$0 Missed Sale	\$366.38 - \$365.56	\$364.08 - \$362.64	\$364.82	\$358.90 - 340.40	\$356.60

 The RBA's current approach regulates the payment channel that delivers the best outcome and best value for the bike shop.

AUSTRALIA'S DOMESTIC PAYMENTS ECOSYSTEM

A holistic approach to regulation is important to ensure a level playing field and no unintended consequences



 The RBA's proposed changes are targeted only at interchange rates for two of the three credit card schemes.